

Message Text

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INFO OCT-01 ISO-00 COME-00 NSC-05 AS-01 AID-05 CIAE-00

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TO AMEMBASSY WARSAW PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, BEWT, EEWT, XMB, PL

SUBJECT: POLISH COLOR TV PROJECT: RCA AND CORNING GLASS
CONTRACTS

REF: WARSAW 7303

ALSO FOR CARL LEIK (EXIM)

1. AS EMBASSY IS AWARE, RCA'S CHIEF EXECUTIVE OFFICER,
MR. CONRAD, WILL SIGN RCA/POLAND CONTRACT IN WARSAW
NOVEMBER 20. FOLLOWING DAY THE RELATED CORNING GLASS
CONTRACT WILL BE SIGNED, ALSO IN WARSAW, BY EXEC. V.P.
DAWSON.

2. RCA REPORTS THAT ITS CONTRACT CONTAINS SPECIFIC
PROVISIONS ON SHARE OF FINANCING BY EXIM. DURING VISIT
FINANCING OF THIS CONTRACT WILL BE DISCUSSED, AND POLISH
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INTEREST IN A SEPERATE SEMI-CONDUCTOR CONTRACT WILL BE

PROBED. THIS LATTER COMPLEMENTARY (AND NON-ESSENTIAL)
CONTRACT WOULD FACE AN EXPORT CONTROL HIGH HURDLE, IF
POLAND IS STILL INTERESTED.

3. CORNING, LIKE RCA, EMPHASIZED THE LAST-MINUTE NATURE OF
PAST WEEK'S CONTRACT NEGOTIATIONS AND THE NEED FOR FINANCE
ARRANGEMENTS TO BE MADE. BOTH U.S. COMPANIES WERE UNWILLING
TO DISCUSS CONTRACT PROVISIONS AT THIS STAGE, AND
EMPHASIZED NEED TO AVOID PREMATURE ANNOUNCEMENT. RCA AND
CORNING, HOWEVER, CONSIDER CONTRACT SIGNING AND
REALIZATION A CERTAINTY - WHILE STRESSING THEIR CASE FOR
ATTRACTIVE EXIM TERMS. INGERSOLL

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